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POSTAL REGULATORY
COMMISSION
OFFICE OF THE SECRETARY

March 15, 2017

Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268-0001

Re: Ten-Year Rate System Review, Docket Number RM2017-3

Dear Commissioners:

On behalf of PESI, a non-profit education company with a mission of connecting knowledge with need, I am writing to express our deep concern of the pricing review being considered by the Postal Regulatory Commission.

PESI is a non-profit organization, and our main mission is to educate and instruct professionals and students, assisting them in acquiring, developing and enhancing their knowledge and skills. We proudly serve a diverse range of professionals who look to us for their needed continuing education credits. Our business is dependent on the U.S. Mail to reach our customers and offer the cutting-edge education specific to their field. In 2016 alone, combined with our sister company Vyne Education, we mailed 68.5 million brochures to promote 8,000 nationwide learning events. We trained more than 425,000 professionals in that one year alone.

Postage is a huge part of our budget. In 2016, we paid more than \$8.4 million. Any increase in postage - especially above inflation - will lead to decreased mailings. And fewer mailings hinder our mission to educate and instruct, and impact those in the helping professions that need these vital training to change and save lives.

Please do not change the current postal rate system. We are not able to increase our budget as fast as the Consumer Price Index, and any expense such as postage that does exceed inflation will lead to a necessary reduction in mailings, and reduce the seminar offerings that so many depend on.

A handwritten signature in black ink, appearing to read 'Michael Conner', is written over the typed name.

Michael Conner, Executive Director
PESI, Inc
Vyne Education, LLC